

Table 2. U.S. Merchant Wholesale Trade Sales -- Total and E-commerce Sales¹: 2002 and 2001

(Estimates are based on data from the 2002 Annual Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.

Estimated measures of sampling variability for these estimates are provided in Table 2A.)

NAICS code	Description	Value of Sales				Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		2002		2001						
		Total	E-commerce	Revised		Total Sales	E-commerce Sales	2002	2001	2002
				Total	E-commerce					
42	Total Merchant Wholesale Trade	2,742,285	319,755	2,701,474	286,211	1.5%	11.7%	11.7%	10.6%	100.0%
421	Durable goods	1,334,066	146,287	1,345,892	132,628	-0.9%	10.3%	11.0%	9.9%	45.7%
4211	Motor vehicles and automotive Equipment	215,437	53,348	205,605	47,933	4.8%	11.3%	24.8%	23.3%	16.7%
4212	Furniture and home furnishings	43,611	4,690	44,862	3,940	-2.8%	19.0%	10.8%	8.8%	1.5%
4213	Lumber and other construction material	77,879	2,896	73,605	2,556	5.8%	13.3%	3.7%	3.5%	0.9%
4214	Professional and commercial equipment and supplies	249,419	32,897	251,062	31,523	-0.7%	4.4%	13.2%	12.6%	10.3%
42143	Computer equipment and supplies	113,541	15,032	123,342	15,705	-7.9%	-4.3%	13.2%	12.7%	4.7%
4215	Metals and minerals, excluding Petroleum	89,811	(S)	92,792	(S)	-3.2%	(S)	(S)	(S)	(S)
4216	Electrical goods	204,350	19,263	212,924	15,160	-4.0%	27.1%	9.4%	7.1%	6.0%
4217	Hardware, plumbing and heating equipment	66,088	7,706	64,738	7,056	2.1%	9.2%	11.7%	10.9%	2.4%
4218	Machinery, equipment and supplies	223,295	8,645	240,891	8,132	-7.3%	6.3%	3.9%	3.4%	2.7%
4219	Miscellaneous durable goods	164,176	15,752	159,413	15,314	3.0%	2.9%	9.6%	9.6%	4.9%
422	Nondurable goods	1,408,219	173,468	1,355,582	153,583	3.9%	12.9%	12.3%	11.3%	54.3%
4221	Paper and paper products	76,719	4,809	77,162	4,246	-0.6%	13.3%	6.3%	5.5%	1.5%
4222	Drugs, drug proprietaries and druggists' sundries	233,188	110,745	200,861	96,363	16.1%	14.9%	47.5%	48.0%	34.6%
4223	Apparel, piece goods and notions	91,071	13,664	87,776	12,305	3.8%	11.0%	15.0%	14.0%	4.3%
4224	Groceries and related products	402,691	21,357	389,731	18,056	3.3%	18.3%	5.3%	4.6%	6.7%
4225	Farm-products raw materials	111,302	3,697	108,081	3,272	3.0%	13.0%	3.3%	3.0%	1.2%
4226	Chemicals and allied products	60,446	(D)	59,633	(D)	1.4%	(D)	(D)	(D)	(D)
4227	Petroleum and petroleum products	181,138	10,089	180,601	(D)	0.3%	(D)	5.6%	(D)	3.2%
4228	Beer, wine, and distilled beverages	79,760	(D)	75,156	(D)	6.1%	(D)	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	171,904	5,614	176,581	5,071	-2.6%	10.7%	3.3%	2.9%	1.8%

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whestats.html.¹ Estimates include data only for businesses with paid employees.

Source: U.S. Census Bureau, 2002 Annual Trade Survey

Table 3. U.S. Merchant Wholesale Trade -- Total and EDI Sales¹: 2002 and 2001

(Estimates are based on data from the 2002 Annual Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.)

Estimated measures of sampling variability for these estimates are provided in Table 3A.)

NAICS code	Description	Value of Sales				Y/Y Percent Change		EDI as Percent of Total Sales		Percent Distribution of EDI Sales	EDI as Percent of E-Commerce	
		2002		2001								
		Total	EDI	Revised		Total Sales	EDI Sales	2002	2001	2002	2002	2001
				Total	EDI							
42	Total Merchant Wholesale Trade	2,742,285	275,109	2,701,474	247,882	1.5%	11.0%	10.0%	9.2%	100.0%	86.0%	86.6%
421	Durable goods	1,334,066	126,251	1,345,892	115,194	-0.9%	9.6%	9.5%	8.6%	45.9%	86.3%	86.9%
4211	Motor vehicles and automotive Equipment	215,437	52,298	205,605	47,370	4.8%	10.4%	24.3%	23.0%	19.0%	98.0%	98.8%
4212	Furniture and home furnishings	43,611	3,766	44,862	3,089	-2.8%	21.9%	8.6%	6.9%	1.4%	80.3%	78.4%
4213	Lumber and other construction material	77,879	2,753	73,605	2,408	5.8%	14.3%	3.5%	3.3%	1.0%	95.1%	94.2%
4214	Professional and commercial equipment and supplies	249,419	23,133	251,062	22,375	-0.7%	3.4%	9.3%	8.9%	8.4%	70.3%	71.0%
42143	Computer equipment and supplies	113,541	9,583	123,342	10,077	-7.9%	-4.9%	8.4%	8.2%	3.5%	63.8%	64.2%
4215	Metals and minerals, excluding Petroleum	89,811	(S)	92,792	(S)	-3.2%	(S)	(S)	(S)	(S)	(S)	(S)
4216	Electrical goods	204,350	16,409	212,924	11,802	-4.0%	39.0%	8.0%	5.5%	6.0%	85.2%	77.8%
4217	Hardware, plumbing and heating equipment	66,088	7,334	64,738	6,985	2.1%	5.0%	11.1%	10.8%	2.7%	95.2%	99.0%
4218	Machinery, equipment and supplies	223,295	6,017	240,891	6,405	-7.3%	-6.1%	2.7%	2.7%	2.2%	69.6%	78.8%
4219	Miscellaneous durable goods	164,176	13,694	159,413	13,974	3.0%	-2.0%	8.3%	8.8%	5.0%	86.9%	91.2%
422	Nondurable goods	1,408,219	148,858	1,355,582	132,688	3.9%	12.2%	10.6%	9.8%	54.1%	85.8%	86.4%
4221	Paper and paper products	76,719	2,719	77,162	2,739	-0.6%	-0.7%	3.5%	3.5%	1.0%	56.5%	64.5%
4222	Drugs, drug proprietaries and druggists' sundries	233,188	101,161	200,861	87,813	16.1%	15.2%	43.4%	43.7%	36.8%	91.3%	91.1%
4223	Apparel, piece goods and notions	91,071	12,846	87,776	10,968	3.8%	17.1%	14.1%	12.5%	4.7%	94.0%	89.1%
4224	Groceries and related products	402,691	13,458	389,731	12,058	3.3%	11.6%	3.3%	3.1%	4.9%	63.0%	66.8%
4225	Farm-products raw materials	111,302	3,536	108,081	3,217	3.0%	9.9%	3.2%	3.0%	1.3%	95.6%	98.3%
4226	Chemicals and allied products	60,446	(D)	59,633	(D)	1.4%	(D)	(D)	(D)	(D)	(D)	(D)
4227	Petroleum and petroleum products	181,138	8,676	180,601	(D)	0.3%	(D)	4.8%	(D)	3.2%	86.0%	(D)
4228	Beer, wine, and distilled beverages	79,760	(D)	75,156	(D)	6.1%	(D)	(D)	(D)	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	171,904	4,170	176,581	4,003	-2.6%	4.2%	2.4%	2.3%	1.5%	74.3%	78.9%

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whestats.html.¹ Estimates include data only for businesses with paid employees.

Table 4. U.S. Merchant Wholesale Trade -- Total and E-commerce Sales¹: 1998-2002

(Estimates are based on data from the 2002 Annual Trade Survey. Sales estimates are shown in millions of dollars, consequently industry group estimates may not be additive.

Estimated measures of sampling variability for these estimates are provided in Table 4A.)

NAICS code	Description	Value of Sales									
		2002		2001		2000		1999		1998	
		Revised		Revised		Revised		Revised		Revised	
		Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce	Total	E-commerce
42	Total Merchant Wholesale Trade	2,742,285	319,755	2,701,474	286,211	2,743,557	248,400	2,539,566	209,863	2,379,824	173,903
421	Durable goods	1,334,066	146,287	1,345,892	132,628	1,421,462	119,302	1,353,049	107,400	1,265,755	91,403
4211	Motor vehicles and automotive Equipment	215,437	53,348	205,605	47,933	199,522	41,097	195,724	38,269	173,239	35,914
4212	Furniture and home furnishings	43,611	4,690	44,862	3,940	46,725	2,851	42,792	2,672	40,423	2,284
4213	Lumber and other construction material	77,879	2,896	73,605	2,556	70,900	2,292	71,284	2,004	63,661	2,001
4214	Professional and commercial equipment and supplies	249,419	32,897	251,062	31,523	269,914	31,593	273,846	27,588	254,069	20,912
42143	Computer equipment and supplies	113,541	15,032	123,342	15,705	150,798	19,042	160,492	17,744	150,784	11,158
4215	Metals and minerals, excluding Petroleum	89,811	(S)	92,792	(S)	102,717	(S)	94,813	(S)	97,108	(S)
4216	Electrical goods	204,350	19,263	212,924	15,160	240,362	11,754	208,355	9,578	186,721	7,973
4217	Hardware, plumbing and heating equipment	66,088	7,706	64,738	7,056	67,108	6,610	63,444	6,512	60,352	5,961
4218	Machinery, equipment and supplies	223,295	8,645	240,891	8,132	252,126	7,765	245,453	7,069	242,531	5,400
4219	Miscellaneous durable goods	164,176	15,752	159,413	15,314	172,088	14,508	157,338	12,942	147,651	10,435
422	Nondurable goods	1,408,219	173,468	1,355,582	153,583	1,322,095	129,098	1,186,517	102,463	1,114,069	82,500
4221	Paper and paper products	76,719	4,809	77,162	4,246	80,551	3,870	74,908	3,420	69,937	2,954
4222	Drugs, drug proprietaries and druggists' sundries	233,188	110,745	200,861	96,363	168,471	77,790	146,549	61,158	124,564	49,509
4223	Apparel, piece goods and notions	91,071	13,664	87,776	12,305	88,267	10,578	85,043	8,835	84,191	7,085
4224	Groceries and related products	402,691	21,357	389,731	18,056	383,882	13,321	361,928	10,815	344,437	8,828
4225	Farm-products raw materials	111,302	3,697	108,081	3,272	107,019	3,225	101,900	3,160	107,993	2,522
4226	Chemicals and allied products	60,446	(D)	59,633	(D)	59,044	(D)	55,270	(D)	55,073	(D)
4227	Petroleum and petroleum products	181,138	10,089	180,601	(D)	187,701	(D)	135,077	(D)	116,397	(D)
4228	Beer, wine, and distilled beverages	79,760	(D)	75,156	(D)	71,551	(D)	67,464	(D)	61,822	(D)
4229	Miscellaneous nondurable goods	171,904	5,614	176,581	5,071	175,609	4,986	158,378	4,481	149,655	4,526

(S) Estimate does not meet publication standards because of high sampling variability or poor response quality. Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau.

(D) Estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

Note: Estimates are not adjusted for price changes. For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whestats.html¹ Estimates include data only for businesses with paid employees

Source: U.S. Census Bureau, 2002 Annual Trade Survey

Table 2A. Measure of Sampling Variability -- U.S. Merchant Wholesale Trade -- Total and E-commerce Sales: 2002 and 2001

(Estimates are based on data from the 2002 Annual Trade Survey, are shown as percents, and are associated with the estimates in Table 2.)

NAICS code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:				
		2002		2001		Y/Y Percent Change		E-commerce as Percent of Total Sales		Percent Distribution of E-commerce Sales
		Total	E-commerce	Revised		Total Sales	E-commerce Sales	2002	2001	2002
				Total	E-commerce					
42	Total Merchant Wholesale Trade	1.1	2.0	1.0	2.3	0.3	0.6	0.2	0.2	0.0
421	Durable goods	1.6	3.1	1.5	3.6	0.3	1.1	0.3	0.3	0.9
4211	Motor vehicles and automotive Equipment	3.3	4.6	3.1	4.6	0.8	0.3	0.6	0.7	0.5
4212	Furniture and home furnishings	4.1	18.3	3.2	21.9	1.9	5.5	1.8	1.8	0.3
4213	Lumber and other construction material	7.2	21.3	7.2	15.5	0.8	5.9	0.7	0.5	0.1
4214	Professional and commercial equipment and supplies	4.6	6.6	4.0	6.7	1.3	1.3	0.6	0.6	0.5
42143	Computer equipment and supplies	7.2	10.4	6.8	10.3	2.1	2.1	0.8	0.7	0.3
4215	Metals and minerals, excluding Petroleum	4.0	(S)	3.3	(S)	1.4	(S)	(S)	(S)	(S)
4216	Electrical goods	4.2	7.2	3.6	6.5	1.3	2.9	0.7	0.5	0.5
4217	Hardware, plumbing and heating equipment	1.8	10.6	2.2	10.3	1.0	2.0	1.2	1.1	0.2
4218	Machinery, equipment and supplies	3.2	8.7	3.3	12.3	1.1	10.0	0.4	0.5	0.3
4219	Miscellaneous durable goods	4.3	8.8	4.1	12.2	1.0	5.9	0.6	0.9	0.5
422	Nondurable goods	1.0	2.4	1.1	2.6	0.6	0.6	0.3	0.3	0.9
4221	Paper and paper products	2.4	5.9	2.4	7.7	1.4	2.2	0.3	0.3	0.1
4222	Drugs, drug proprietaries and druggists' sundries	3.0	2.7	2.8	2.7	1.1	0.3	1.6	1.5	0.9
4223	Apparel, piece goods and notions	4.4	10.3	4.3	12.0	1.6	7.5	1.6	1.9	0.3
4224	Groceries and related products	2.7	11.2	2.3	11.2	1.6	4.7	0.5	0.5	0.7
4225	Farm-products raw materials	4.3	7.2	4.7	7.3	1.7	1.9	0.3	0.2	0.1
4226	Chemicals and allied products	4.1	(D)	4.1	(D)	1.7	(D)	(D)	(D)	(D)
4227	Petroleum and petroleum products	4.3	20.8	4.1	(D)	0.6	(D)	1.0	(D)	0.8
4228	Beer, wine, and distilled beverages	2.7	(D)	2.6	(D)	1.5	(D)	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	5.1	11.1	5.3	13.4	1.9	7.1	0.4	0.5	0.2

(S) Corresponding estimate does not meet publication standards because of high sampling variability or poor response quality.

(D) Corresponding estimate is withheld to avoid disclosing data on individual companies; these data are included in broader industry totals.

NA Not applicable.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whestats.html.

Source: U.S. Census Bureau, 2002 Annual Trade Survey

Table 3A. Measure of Sampling Variability -- U.S. Merchant Wholesale Trade -- Total and EDI Sales: 2002 and 2001

(Estimates are based on data from the 2002 Annual Trade Survey, are shown as percents, and are associated with the estimates in Table 3.)

NAICS code	Description	Coefficient of Variation for Value of Sales				Standard Error for Estimate of:						
								EDI as Percent of Total Sales		Percent Distribution of EDI Sales	EDI as Percent of E-Commerce	
		2002		2001		Y/Y Percent Change						
		Total	EDI	Total	EDI	Total Sales	EDI Sales	2002	2001	2002	2002	2001
42	Total Merchant Wholesale Trade	1.1	2.2	1.0	2.4	0.3	0.7	0.2	0.2	0.0	0.9	0.9
421	Durable goods	1.6	3.1	1.5	3.5	0.3	1.0	0.3	0.3	0.9	0.8	0.7
4211	Motor vehicles and automotive Equipment	3.3	4.6	3.1	4.6	0.8	0.3	0.6	0.6	0.6	0.4	0.4
4212	Furniture and home furnishings	4.1	21.4	3.2	27.1	1.9	16.6	1.7	1.6	0.3	4.5	4.7
4213	Lumber and other construction material	7.2	22.3	7.2	16.3	0.8	5.8	0.7	0.5	0.2	1.8	2.1
4214	Professional and commercial equipment and supplies	4.6	6.5	4.0	7.0	1.3	1.7	0.5	0.5	0.4	1.6	1.6
42143	Computer equipment and supplies	7.2	11.0	6.8	10.8	2.1	3.4	0.6	0.6	0.3	1.6	1.6
4215	Metals and minerals, excluding Petroleum	4.0	(S)	3.3	(S)	1.4	(S)	(S)	(S)	(S)	(S)	(S)
4216	Electrical goods	4.2	7.8	3.6	8.7	1.3	4.2	0.6	0.5	0.5	1.8	2.6
4217	Hardware, plumbing and heating equipment	1.8	10.1	2.2	10.4	1.0	1.6	1.1	1.1	0.2	1.7	0.4
4218	Machinery, equipment and supplies	3.2	14.0	3.3	16.6	1.1	10.1	0.5	0.5	0.3	5.3	5.6
4219	Miscellaneous durable goods	4.3	9.1	4.1	12.8	1.0	4.6	0.6	0.9	0.5	1.8	1.1
422	Nondurable goods	1.0	2.6	1.1	2.9	0.6	0.8	0.3	0.3	0.9	1.1	1.3
4221	Paper and paper products	2.4	7.2	2.4	11.7	1.4	4.0	0.2	0.3	0.1	1.8	1.7
4222	Drugs, drug proprietaries and druggists' sundries	3.0	2.8	2.8	2.7	1.1	0.3	1.5	1.3	0.9	0.3	0.3
4223	Apparel, piece goods and notions	4.4	11.0	4.3	13.5	1.6	9.0	1.6	1.8	0.4	1.3	2.2
4224	Groceries and related products	2.7	15.6	2.3	14.9	1.6	3.2	0.5	0.5	0.7	4.4	4.1
4225	Farm-products raw materials	4.3	7.5	4.7	7.4	1.7	1.2	0.3	0.2	0.1	0.9	0.1
4226	Chemicals and allied products	4.1	(D)	4.1	(D)	1.7	(D)	(D)	(D)	(D)	(D)	(D)
4227	Petroleum and petroleum products	4.3	6.8	4.1	(D)	0.6	(D)	0.3	(D)	0.3	4.6	(D)
4228	Beer, wine, and distilled beverages	2.7	(D)	2.6	(D)	1.5	(D)	(D)	(D)	(D)	(D)	(D)
4229	Miscellaneous nondurable goods	5.1	13.6	5.3	14.6	1.9	6.6	0.3	0.3	0.2	4.5	4.4

(S) Corresponding estimate does not meet publication standards because of high sampling variability or poor response quality.

(D) Corresponding estimate is withheld to avoid disclosing data of individual companies; these data are included in broader industry totals.

NA Not applicable.

(Z) Estimate is less than 0.05%.

Note: For information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions, visit www.census.gov/eos/www/whestats.html.

Source: U.S. Census Bureau, 2002 Annual Trade Survey